

Message Text

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ACTION EB-11

INFO OCT-01 EUR-25 ADP-00 AID-20 CIAE-00 COME-00 FRB-02

INR-10 NSAE-00 RSC-01 TRSE-00 XMB-07 OPIC-12 CIEP-02

LAB-06 SIL-01 OMB-01 MC-02 FAA-00 DOTE-00 RSR-01 /102 W

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R 221425Z AUG 73

FM AMEMBASSY BUCHAREST

TO SECSTATE WASHDC 6251

INFO AMEMBASSY VIENNA

LIMITED OFFICIAL USE BUCHAREST 3103

VIENNA FOR TRADE CENTER

E.O 11652: N/A

TAGS: ESTC, ETRD, RO, US

SUBJECT: US HELICOPTERS AND MANUFACTURING TECHNICAL
DATA TO ROMANIA

REF: BUCHAREST 2965 (NOTAL)

1. SIKORSKY TEAM CONSISTING OF SERGEI SIKORSKY, RAY SMALL, VICE PRESIDENT GENERAL ELECTRIC, AND FRED DE SILBERT, EUROPEAN DIRECTOR FOR UNITED AIRCRAFT, WOUND UP TWO-DAY VISIT TO BUCHAREST IN WHICH THEY MADE FULL PROGRAM OF VISITS ARRANGED BY EMBASSY. TEAM CALLED ON DEPUTY MINISTER OF MACHINE TOOLS AND TECHNOLOGY BOLDUR (RESPONSIBLE FOR AVIATION INDUSTRY); DIRECTOR GENERAL OF AVIATION INDUSTRIAL CENTRAL, GENERAL ISPAS; DEPUTY DIRECTOR OF TEHNOIMPORT ATANASIU; MINISTER OF FOREIGN TRADE NICOLAE; AND FIRST VICE PRESIDENT OF BANK FOR FOREIGN TRADE ANGHEL. PRIMARY PURPOSE OF VISIT WAS TO DEMONSTRATE SIKORSKY INTEREST AT HIGH GOR LEVELS IN CONCLUDING CONTRACT AND TO FOREWARN GOR OF POSSIBLE PROBLEMS IN FINANCING WHICH COULD DELAY SIKORSY BID PROPOSAL.

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2. ALL GOR OFFICIALS INDICATED THEIR SERIOUS INTENT IN

GETTING PROJECT UNDERWAY AS SOON AS POSSIBLE. SIKORSKY WAS URGED TO ACCEPT VISIT OF ROMANIAN TECHNICIANS AND COMMERCIAL EXPERTS WITHIN NEXT SIX WEEKS, AND TO ARRANGE FOR DEMONSTRATION FLIGHT OF MODEL S-61 HELICOPTER DURING FIRST WEEK OCTOBER SOON AFTER PRESIDENT CEAUSESCU'S RETURN FROM SOUTH AMERICA. SIKORSKY AGREED TO BOTH PROPOSALS.

3. COMPETITION CLEARLY NARROWED DOWN TO SIKORSKY AND FRENCH COMPANY SNIAS. BOEING VERTAL REP HAS TOLD EMBOFF THAT COMPANY IS WITHDRAWING FROM COMPETITION. IMPRESSION FROM GOR OFFICIALS IS THAT BELL NO LONGER BEING CONSIDERED BECAUSE SIZE OF AIRCRAFT OFFERED IS TOO SMALL FOR ROMANIAN REQUIREMENT, BUT WE DO NOT BELIEVE GOR HAS NOTIFIED BELL TO THIS EFFECT.

4. SIKORSKY PACKAGE NOW INCLUDES GE ENGINES, WITH FRENCH TURBOMECA PARTICIPATION ABANDONED AS TOO COSTLY AND TECHNICALLY UNCERTAIN.

5. TOTAL PROJECT VALUE STILL STANDS AT SLIGHTLY OVER \$100 MILLION. MINISTRY OF FOREIGN TRADE AND ROMANIAN BANK OFFICIALS, HOWEVER, POINTED OUT FACTORS SUCH AS MANUFACTURING OFFSET, COMPENSATORY TRADE, AND EXPORT SALES TO THIRD COUNTRIES WHICH COULD SPLIT UP PROJECT FOR FINANCING PURPOSES. MARTENS

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